

ASX Release, 31 October 2022

## BNK GROUP Q1 FY23 - TRADING UPDATE

### STRONG SETTLEMENTS ACHIEVED IN Q1 WITH A PIPELINE OF SALES FOR HIGHER MARGIN SME LENDING ESTABLISHED

BNK Banking Corporation Limited (ASX: **BBC**) (“**BNK**” or the “**Company**”) is pleased to provide a trading update for the 1<sup>st</sup> quarter of FY23 (“**Quarter**” “**Q1 FY23**”).

#### HIGHLIGHTS

- **Strong growth with lending settlements totalling \$314m for the Quarter, an increase of 42% from \$221m in Q1 FY22.**
- **BNK commenced implementation of its revised strategy to shift its focus to higher margin SME lending, with a sales pipeline developed in line with expectations.**
- **Continued momentum in on-balance sheet book growth to \$1.1b, an increase of 71% from \$659m in Q1 FY22.**
- **Total lending portfolio of \$2.8b as at Q1 FY23, an increase of 13% from Q1 FY22 of \$2.5b.**
- **Total deposits of \$1.1b, an increase of 34% from Q1 FY22.**
- **Direct loan to deposit ratio of 82% demonstrating the ability to continue to raise deposits in the current environment which will fund growth.**
- **Specialist warehouse settlement volumes through BNK’s alliance with Goldman Sachs were \$103m for the Quarter, an increase of 8% from \$96m in Q4 FY22.**

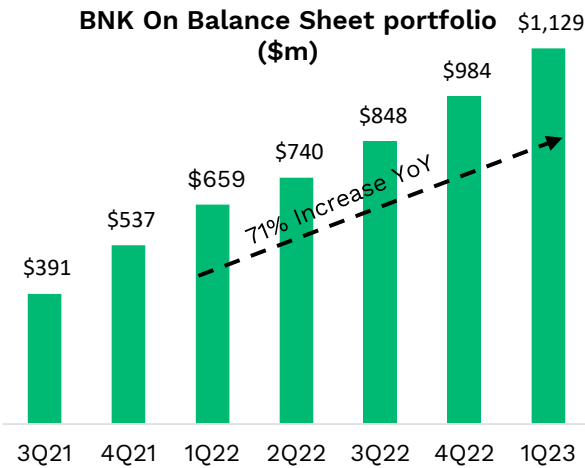
**Commenting on the results from the Quarter, BBC CEO, Allan Savins, said:**

*“During Q1 FY23, we continued to achieve growth across all key metrics, which increased from both the previous corresponding period and 4Q FY22.*

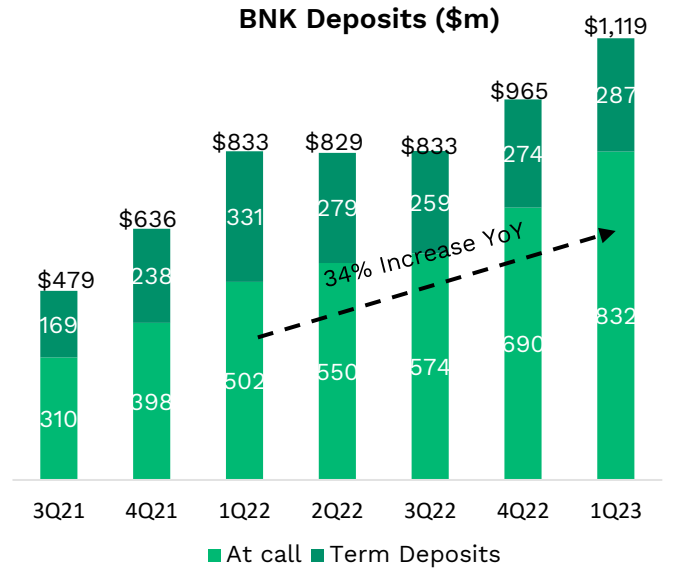
*Importantly, during the Quarter we commenced the roll out of our higher margin SME lending offering, creating a sales pipeline for the rest of FY23 and beyond which again underlines our ability to generate assets.”*

## BNK Results

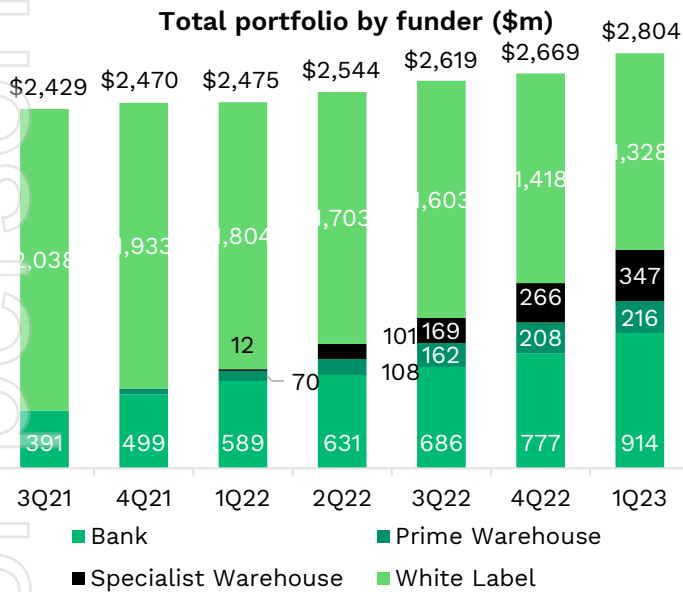
**BNK On Balance Sheet portfolio (\$m)**



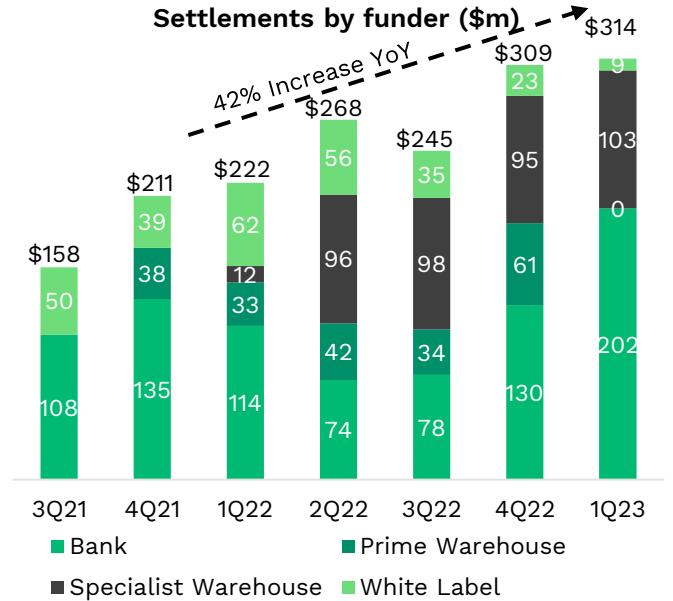
**BNK Deposits (\$m)**



**Total portfolio by funder (\$m)**



**Settlements by funder (\$m)**



This announcement has been authorised for release by the Board of Directors.

### Investor Enquiries

Andrew Kitchen  
Group CFO, BNK  
Email: [andrew.kitchen@bnk.com.au](mailto:andrew.kitchen@bnk.com.au)  
Telephone: +61 437 646 819

### Media Enquiries

Jane Morgan Management  
Investor & Media Relations Advisor  
Email: [jm@janemorganmanagement.com.au](mailto:jm@janemorganmanagement.com.au)  
Telephone: +61 405 555 618

For personal use only